

# EMPLOY YOURSELF! BE AN ENTREPRENEUR!

Entrepreneurs are people who own and operate their own businesses. They may apply their talents in a wide variety of ways. However, successful entrepreneurs seem to have certain characteristics in common. The following questions may help you learn more about entrepreneurs and about yourself. This is not a scientific evaluation and cannot predict business success, but it can at least be used as a starting point in exploring whether entrepreneurship may be an option for you.

## Yes No

- \_\_\_ 1. Are you able to get a point across in a conversation?
- \_\_\_ 2. Are you willing to put off short-term rewards for a bigger potential down the road?
- \_\_\_ 3. Have you taken training in public speaking, debating, sales techniques, or Toastmasters?
- \_\_\_ 4. Are you comfortable approaching friends and colleagues about services and products beneficial to their present and future needs?
- \_\_\_ 5. Do you enjoy the challenge of introducing yourself to new contacts who may also have need of your service or product?
- \_\_\_ 6. Have you invested in your own future by developing a modest nest egg to finance a career change?
- \_\_\_ 7. Are you the first person to introduce yourself in a group of new people?
- \_\_\_ 8. Would you describe yourself as having an enthusiastic personality?
- \_\_\_ 9. Do you feel comfortable asking for the names of friends and colleagues to contact?
- \_\_\_ 10. Do most people consider you outgoing and self-confident?
- \_\_\_ 11. Are you comfortable with a career in which income may vary from week to week or month to month? (i.e. no steady paycheck)
- \_\_\_ 12. Have you developed a financial plan for retirement?
- \_\_\_ 13. Are you planning for early retirement?
- \_\_\_ 14. Do you prefer not having goals and objectives set for you by a supervisor?
- \_\_\_ 15. Are you plugged in to networking groups and civic organizations in your community?
- \_\_\_ 16. Do you consider sales a part of your current position?
- \_\_\_ 17. Are you comfortable working a traditional 8-5 schedule?
- \_\_\_ 18. Do you consider yourself assertive?
- \_\_\_ 19. Are you comfortable calling strangers for appointments?
- \_\_\_ 20. Do you generally step forward and ask for what you want?

### **Your entrepreneurial quotient:**

Give yourself one point for each “yes” answer. If you scored between 14 and 20, you probably have the necessary qualities to create your own business opportunity and competently handle the challenge involved. If you scored between 10 and 13, you may have the makings of an entrepreneur but may need more experience before taking the plunge. If you scored below 10, at this point in your life you are probably better suited to traditional employment.

### **Some additional factors to consider for self-employment or entrepreneurship:**

#### **Bonuses**

- Satisfaction of creating my own job
- Able to follow my own interests
- Variety, because no day is predictable
- Feeling of control over my schedule and working conditions
- Opportunity to be creative and test my ideas
- More tax deductions
- Flexible work hours
- No dress code

#### **Challenges**

- Potential for financial loss if business doesn't succeed
- Isolation if I work alone
- Constant pressure to keep sales up and work coming in
- Loss of workplace structure
- The need to do paperwork and record keeping
- No benefits such as health, dental, and disability
- Long hours
- Unpredictable income

### **What are some examples of occupations and skills to consider for self-employment?**

Accountant	Computer Game Designer
Information Researcher	Web Designer
Auctioneer	Computer Tutor
Rock Climbing Gym Owner	Day Care Provider
Bricklayer	Day Spa Operator
Security Engineer	Desktop Publisher
Business Plan Writer	Disc Jockey
Specialty Optical Equipment Manufacturer	Greeting Card Writer
Car Buying Agent	Grounds Maintainer
Sports Scout	Home Inspector
Carpenter	Hunting Guide Outfitter
Taxidermist	Internet Trainer
Carpet Cleaner	Machine Shop Operator
Tax Preparer	Mail Order Entrepreneur
Children's Party Planner	Medical Illustrator
Travel Writer	Personal Fitness Trainer
Computer Consultant	
Vending Machine Operator	

